



# North Carolina District Review

U.S. Small Business Administration, 6302 Fairview Road, Suite 300, Charlotte, NC 28210  
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## OCTOBER, 2003

The *District Review* is available via e-mail or fax. To receive via e-mail, visit [www.sba.gov](http://www.sba.gov) and click on 'Subscriptions.' To receive via fax, notify Cecelia Rolls by phone at 704-344-6810, by fax at 704-344-6769 or e-mail at [cecelia.rolls@sba.gov](mailto:cecelia.rolls@sba.gov).

### MOST ACTIVE LENDER RANKINGS FY 2003 YTD

October 1, 2002 – September 30, 2003

#### LENDERS

	<u>7(a)</u>	<u>No. of Loans</u> <u>504</u>	<u>Total</u>	<u>\$ Amount</u> <u>Millions</u>
<b>Large Banks</b>				
1. Bank of America	252	2	254	\$7.7
2. First Citizens Bank & Trust Company	46	16	62	\$12.2
3. Capital One	59	0	59	\$2.3
4. Branch Bank & Trust Company	16	19	35	\$12.9
5. Wachovia Bank	28	1	29	\$8.2
<b>Community Banks</b>				
1. Surrey Bank & Trust Company	34	0	34	\$6.5
2. Bank of Granite	17	4	21	\$7.4
3. Southern Bank & Trust Co.	14	2	16	\$2.1
4. First Commerce Bank	12	3	15	\$2.0
4. The Fidelity Bank	14	1	15	\$2.0
<b>Small Business Lending Companies</b>				
1. Self-Help Credit Union	39	1	40	\$3.7
2. CIT Small Business Lending Corporation	31	1	32	\$15.2
3. G.E. Capital Small Business Financing	12	4	16	\$10.5
<b>Certified Development Companies</b>				
1. Self-Help Ventures Fund		40	40	\$19.9
2. Charlotte Certified Development Corporation		20	20	\$5.6
3. Centralina Development Corporation		15	15	\$4.9

## **NC DISTRICT OFFICE CELEBRATES RECORD YEAR**

The SBA North Carolina District Office celebrates the best year in its history. New loan records were set:

Greatest number of loans in one month (September 2003)	<b>124</b>
New record for greatest number of 7(a) loans in one year	<b>860</b>

The NC District Office processed a total of **968 loans** in FY 2003. These numbers represent a **30.6% increase** in total loans over FY 2002 loans. (32.5% increase in 7(a) loans and 20% increase in 504 loans).

District Director Lee Cornelison attributes these increases to North Carolina lenders who have embraced SBA's loan guarantee programs for the benefit of their small business customers. "The SBAExpress loan has been especially popular this year and we are enthusiastic about its benefits for banks and for small business. The NC District staff is making a concerted effort to raise bank awareness of SBA's loan guarantees and some of those efforts are paying off."

## **NOMINATIONS FOR 2004 SMALL BUSINESS PERSON OF THE YEAR**

SBA is seeking nominations for the 2004 North Carolina Small Business Person of the Year and Small Business Advocate awards. Please consider honoring one of your small business clients.

Each year since 1963, the President of the United States has designated a National Small Business Week. The highlight of Small Business Week activities is the presentation of awards at the state and national levels. The 2004 Small Business Week celebration next year will honor the small business community's many contributions to the American economy and society. National Small Business Week will be celebrated May 9-15, 2004.

Other local awards include Financial Services Advocate, Minority Small Business Advocate, Veteran Small Business Advocate and Women in Business Advocate. Nomination packages must be received at the Charlotte District Office on or before December 5, 2003.

To find nomination guidelines and required forms, visit the SBA North Carolina District website at <http://www.sba.gov/nc>. Look in the What's New? section and click on 2004 Small Business Week Awards.

For more information contact Mike Ernandes, 704-344-6588 or e-mail [mike.ernandes@sba.gov](mailto:mike.ernandes@sba.gov).

## **LENDERS SBA WEB SITE – “[www.sba.gov/banking](http://www.sba.gov/banking)”**

SBA website contains complete information on all SBA loan programs, all SBA Forms, Policy and Procedural Notices, SBA Regulations and Standard Operating Procedures. You also will find the standardized 7(a) Loan Authorization and information on 1502 reporting procedures. This is intended to be a one-stop site; however if other information is needed or would be beneficial to you as a lender, please let us know.

## **MONTHLY LENDER WORKSHOP**

The NC District Office conducts Lender Workshops from 9:00 a.m. until 12:15 p.m. on the second Tuesday of each month at the Charlotte office. See below for upcoming dates. The workshops focus on SBA Loan Programs and borrower eligibility. Walk-ins are welcome, but the presenter appreciates knowing in advance if you are planning to come. Call Gary Borchardt at (704) 344-6377 or Celia Rolls at (704) 344-6810 to register.

November 13  
December 9

The training session in November will be on Thursday due to the Veterans Day holiday. The same group training is also available for your bank on-site. Please call us to schedule.

## **SBA LENDER’S FORUMS 2003**

The NC Small Business & Technology Development Centers (SBTDC) are offering Lender’s Forums around North Carolina. These sessions will help keep lenders up-to-date about SBA programs and policies. Also covered will be programs available through SBTDC. These sessions are available to all commercial lenders—new lenders and those that need an SBA refresher. Call Gary Borchardt (704) 344-6377 or Celia Rolls at (704) 344-6810 for more information. The last of 10 forums scheduled this year will be:

<b>Date</b>	<b>Location</b>	<b>Registration</b>
October 21	Greenville	(252) 328-6157
October 22	Boone	(828) 262-2492
November 6	Fayetteville	(910)672-1727

## **POLICY CHANGES AND CLARIFICATIONS**

### ***SBA Announces Regulatory Changes in 504 Program***

The final rule for the Certified Development Company (CDC) 504 loan program was published on October 7, 2003 and will become effective November 6, 2003.

The changes are designed to:

- Eliminate exclusive territories for CDCs
- Expand Area of Operations for all CDCs to at least their state of incorporation
- Eliminate the rule that there be only one statewide per state

- Eliminate concept of adequately served counties
- Eliminate requirement that CDC membership represent all of the Area of Operations and that SBA approve the government representative of CDC Membership
- Allow SBA to Increase “Job Opportunity Average” (from \$35,000 to \$50,000 at this time) and revise this average periodically based on appropriate economic indicators. The new average would be published in the Federal Register. This eliminates the need for regulatory change to adjust the average when necessary to reflect the current market and increases the number of businesses eligible for 504 financing.
- Amend Regulation to allow for debenture maturities other than 10 and 20 years. (This will not be changed at this time)

Please click on the web links below to see the text or PDF version of the rule.

<http://a257.g.akamaitech.net/7/257/2422/14mar20010800/edocket.access.gpo.gov/2003/pdf/03-24860.pdf>

<http://a257.g.akamaitech.net/7/257/2422/14mar20010800/edocket.access.gpo.gov/2003/03-24860.htm>

## **GIVE US YOUR SUCCESS STORIES!**

We are looking for borrowers to participate in the SBA’s SUCCESS STORY program. Do you have an SBA borrower that meets the criteria below? Would you like to showcase your bank or organization on our website? The Success Story Database is a listing of small businesses that have received SBA assistance.

This list is used to provide information on these small firms to local and national media. These newspapers, radio and TV stations may use this information for profiles, special interest and other types of stories. The SBA also uses this list to highlight local firms while doing radio and TV interviews.

Success story firms should:

- Be in business for at least 3 years
- Show an increase in the number of employees or growth in revenues
- Provide examples of contributions to the community

Please call Mike Ernandes at 704-344-6588 or e-mail [mike.ernandes@sba.gov](mailto:mike.ernandes@sba.gov) with the name and contact information of any firms that you think might be interested in increased media opportunities.

## **DISASTER RECOVERY CENTERS**

If you have clients affected by Hurricane Isabel, SBA's recovery centers are located in the following counties. Call 1-800-359-2227 for locations and hours of operation.

Beaufort	Dare	Perquimans
Bertie	Hertford	Pamlico
Carteret	Hyde	Pitt
Chowan	Pasquotank	Washington

## **REMINDER: SBA DAYS**

If you have clients who would be interested in learning more about SBA's programs, they can schedule a 30 minute, one-on-one information session with an SBA Representative. Call to make an appointment at the following locations:

<b>Sponsor</b>	<b>Location</b>	<b>Day</b>	<b>Hours</b>	<b>Phone Number</b>
Cary Chamber	Cary	Third Wednesday	10 a.m.- 2 p.m.	919-467-1016
SBA	Charlotte	Fourth Tuesday	9 a.m. - 4 p.m.	704-344-6563
Gaston Chamber	Gastonia	Second Tuesday	9 a.m. - 1 p.m.	704-864-2621
Greensboro Chamber	Greensboro	First Tuesday	10 a.m.- 2 p.m.	336-510-1234
Greenville Chamber	Greenville	Fourth Tuesday	8:30 a.m. - 12 p.m.	252-752-4101
Henderson Co. Chamber	Hendersonville	Third Friday	10 a.m.- 2 p.m.	828-692-1413
Catawba Co. Chamber	Hickory	Third Tuesday	10 a.m.- 2 p.m.	828-328-6000
Cabarrus Co. Chamber	Kannapolis	Fourth Thursday	9 a.m. - 3 p.m.	704-782-4000
Lake Norman Chamber	Cornelius	Third Thursday	9 a.m. - 2 p.m.	704-892-1922
Mooresville Chamber	Mooresville	First Thursday	9 a.m. - 2 p.m.	704-664-3898
Rowan Co. Chamber	Salisbury	Fourth Wednesday	9:30 a.m.-2 p.m.	704-633-4221

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### **N.C. DISTRICT OFFICE LENDER CONTACTS**

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